

Applied Learning Methodology

Presented By

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Learning Journey

Crucial to the success of any training programme is 'what happens next?' Many thought leaders and expert groups have pondered how to ensure learning is embedded and forms the DNA of a business. Our approach is draw upon research and experiential learning to form what we believe is a robust learning journey.

We have tried, tested and adapted our approach accommodating different learning styles and mediums. As with any methodology it is flexible. To that end we work with our clients to ensure they get the best fit for them.

Stage 1: Bespoke Training Workshop. Indicative length 2 days

Stage 2 & 3: Applied Learning Workshop: The structure of this session is as follows;

- **Share success of learning and actions taken since the Workshop**
- **Revisit any material –from Workshop- that delegates feel would be beneficial.**
- **Table a sales challenge on a live opportunity. This element is essential to embedding learning and sharing best thinking. We employ Action Learning principles to help the group generate practical useful ideas.**
- **Session closes with agreement of actions.**

Note: Applied Learning Workshops can either is face to face or where delegates are based overseas Webex or similar is recommended.

Stage 4 &5: Telephone Coaching 1:1

- **At this stage of the learning journey experience tells us that delegates typically want to talk about what is important to them on an individual basis. This approach accommodates the learning style of those who wish to Reflect.**
- **Actions are agreed. Follow up with facilitator on next call.**

For all enquiries select Contact tab or phone Don Moore on 00447971 493708